

# MACK TRUCKS INC.

Allentown, PA

PENNSYLVANIA



*Frank Meehan*  
Frank Meehan  
Senior Vice President  
International Operations

*"Ex-Im Bank enables us to export Mack trucks to higher-risk countries where we are establishing a strong market share. Sub-Saharan Africa and other developing regions are areas of increasing importance for us, and Ex-Im Bank helps make these exports possible."*

## Mack Trucks Inc.

Mack Trucks Inc. of Allentown, Pa., is world-renowned for its famous heavy-duty trucks. Yet even for a company of its size, Mack benefits from Ex-Im Bank's support in the promising but challenging markets of sub-Saharan Africa and Latin America, where trade financing for U.S. exports may not be available otherwise.

Ex-Im Bank's medium-term and long-term loan guarantees and medium-term insurance cover 100 percent of commercial and political risks on up to 85 percent of the U.S. content of the contract. With this support from Ex-Im Bank, commercial lenders are more willing to extend financing to international buyers in higher-risk markets.

In the past six years, Mack has used Ex-Im Bank's medium-term financing – both loan guarantees and export credit insurance – to assist in financing its truck sales to markets as diverse as Cameroon, Nigeria, Kenya, Guatemala and the Dominican Republic.

Today, Mack Trucks Inc. is one of North America's largest producers of heavy-duty trucks, and MACK® vehicles are sold and serviced in more than 45 countries worldwide. Mack currently has 1,900 employees at its three Allentown facilities and a total of 3,400 employees in the United States.

Increasing U.S. trade with sub-Saharan Africa is a key priority for Ex-Im Bank, which has special initiatives for this region. In fiscal year 2003, Ex-Im Bank authorized more than \$635 million in financing to support U.S. exports to sub-Saharan Africa. The number of Ex-Im Bank transactions in the region has increased by more than 50 percent since 1998.